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UNITED STATES

(NEW YORK)

*A Guide
for Canadian Exporters*



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UNITED STATES

(NEW YORK)
*A Guide
for Canadian Exporters*

TRADE OFFICE RESPONSIBLE:
New York

TOTAL TRADE TERRITORY:
States of Connecticut, New Jersey (12 northern counties),
Southern New York; Bermuda

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Canadian Consulate General
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March 1986



External Affairs
Canada

Affaires extérieures
Canada

1973
1973

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I. GENERAL

The Market

New York State (Southeastern Portion)

1982 population 17 659 300 (all New York)

Leading industries include the following:

1. printing and publishing
2. apparel and related products
3. machinery
4. electrical equipment
5. instruments

There are 19 airports served by commercial airlines, plus more than 500 aircraft landing facilities.

New York City

New York City has the following features:

- a potential market of 7 086 096 in population (1982), the largest city in the United States;
- financial centre of the United States and one of the most important financial centres in the world;
- centre of decision makers and trend setters as many of world's largest corporations have their headquarters here;
- purchasing headquarters for many national firms as well as the largest trading centre (by dollar volume) in the United States;
- centre of national broadcasting and publication media;
- one of the finest harbours in the world.

Connecticut

1982 population 3 153 000

Leading industries include the following:

1. transportation equipment
2. machinery (except electrical)
3. electrical machinery
4. fabricated metal products
5. primary metal industries

New Jersey

1982 population 7 438 200

Leading industries include the following:

1. pharmaceuticals
2. chemicals and allied products

3. electrical machinery
4. petroleum products
5. food and kindred products

Population

Principal Cities and Towns	Population (1982)
New York:	
New York	7 086 096
Albany	100 048
Schenectady	67 614
Troy	55 669
Connecticut:	
Hartford	123 334
New Haven	125 348
Waterbury	102 940
Bridgeport	143 745
Stamford	103 614
New London	29 338
Norwich	39 000
New Jersey:	
Newark	350 512
Paterson	138 986
Clifton	74 501
Passaic	53 342
Middlesex and Somerset Counties	807 003
Jersey City	222 881

Area and Geography

The Commercial Division of the Canadian Consulate General in New York City covers the State of Connecticut (12 973 km²), the southern 23 counties of the State of New York (approximately half of the state's total area of 128 401 km²) and the northern 12 counties of the State of New Jersey (approximately half of the state's total area of 20 295 km²). Names of counties covered in New York and New Jersey are given in Appendix I.

Viewed from above, New Jersey looks like a series of descending steps from the mountains in the northwest to the tidal marshes along the eastern and southeastern seacoasts. The topography of New York varies from the Adirondack Mountains in the northeast through a high central plateau area to the Catskills and lowlands of the southeast. The Hudson River, which cuts through the highlands, is navigable by larger vessels for more than 240 km. Connecticut, in contrast, consists of gently undulating uplands divided near the middle by the lowlands of the Connecticut River valley.

Climate

In general, the climate of the three states is typical of that of the northern United States — quite variable owing to the frequent passage of cyclonic storms bringing warmer weather with rain and snow in winter and causing days of great heat and humidity, with thunderstorms in summer. Visiting Canadian business people will find winter temperatures generally higher than those of Canada and humid summer days quite uncomfortable.

Local Time

Eastern Standard Time and Daylight Saving Time are observed, the same as in Toronto and Montreal.

Weights and Measures; Electricity

U.S. measures that differ from those used in Canada with their equivalents:

1 U.S. pint	=	16 fluid ounces	=	454.6 millilitres
1 U.S. quart	=	32 fluid ounces	=	909.2 millilitres
1 U.S. gallon	=	128 fluid ounces	=	3.8 litres
1 Imperial gallon	=	1.2 U.S. gallons	=	4.5 litres

Electricity for domestic use is supplied at 115 volts, 60 cycles AC.

U.S. Federal Public Legal Holidays*

New Year's Day — January 1

Martin Luther King's Birthday — January, third Monday

Washington's Birthday — February, third Monday

Memorial Day — May, last Monday

Independence Day — July 4

Labor Day — September, first Monday

Columbus Day — October, second Monday

Veterans Day — November 11

Thanksgiving Day — November, fourth Thursday

Christmas Day — December 25

* You should check with the Canadian Consulate General regarding any local public holidays in addition to federal public holidays, which might affect your visit plans.

The Canadian Consulate General itself observes a total of 11 statutory holidays made up of a selection of some of each of the main American and Canadian holidays.

In practice, business slows down during the Christmas/New Year and July/August periods.

II. ECONOMIC OVERVIEW

The tri-state area is perhaps the part of the United States that has experienced the most dramatic changes in its economic structure in the last 15 years. The region has experienced a decline in the manufacturing sector due to the closure of outdated facilities and the transfer of other manufacturing operations to the Sun Belt with its cheaper production costs and expanding market. Nevertheless, the area weathered the 1980 recession better than was predicted and from a Canadian exporter's point of view the market did not shrink beyond what had been forecasted. Since 1983 the tri-state area has enjoyed buoyant economic growth.

New York City

New York City's business profile is impressive: 64 of *Fortune* 500 corporate headquarters and 62 of *Fortune* 500 service corporate headquarters are within its city limits as are 93 of the world's largest banks, 20 of the largest investment banks, the 10 top advertising agencies (world billing), 6 of the "Big 8" accounting firms, 6 of the top 50 retailing companies, 4 out of the top 50 utilities and 3 out of the 5 largest insurance companies.

After a massive decline in the early 1970s, New York City's economy has been picking up since 1977 and has now regained its pre-1970 level. Four industries have fuelled the city's economic recovery since 1977 — banking, securities, business services and communications. They account for 60 per cent of the jobs gained since 1977 and have stimulated growth in construction, printing and publishing, hotels and the arts.

Long Island

A major industrial area within the consulate general's territory is Long Island where numerous high-technology and defence-oriented firms maintain production facilities. These include Grumman Aerospace in Bethpage, AIL Division of Eaton Corporation in Deer Park, Fairchild Republic in Farmingdale and Sperry in Great Neck.

New York State

New York State is truly the hub of business and industry in the United States. It is the heart of the largest, most

affluent market in the world both for consumer and industrial goods. Of the 500 largest companies in the United States, more are headquartered in New York State than in any other state. If New York were a nation it would rank as the world's 12th leading economic power.

Connecticut

Connecticut's strong, diversified economy is supported by rapidly growing high-technology industries, service and financial centres and distribution facilities. Connecticut ranks first in per capita military prime contracts awarded, second in per capita personal income, fourth in per capita value added by manufacture, and fifth in total military prime contracts awarded.

New Jersey

Often overshadowed by New York, New Jersey fashions its own personality with industrial brawn and pastoral charm. New Jersey, a manufacturing giant, is the largest producer of pharmaceuticals and ranks second for chemicals in the United States. New Jersey is also a leader in petroleum products and electrical equipment. Its agricultural output is equally impressive with farms, dairies and orchards upholding the nickname, The Garden State.

III. EXPORT OPPORTUNITIES

The New York market is densely populated. While almost any product competitively marketed and priced can be sold in this area, opportunities are particularly attractive for these items:

- electronics and telecommunication equipment
- consumer goods
- apparel
- contract and residential furniture
- defence-related products
- fish and food products
- health care products
- transportation equipment
- pleasure boats
- sports and recreational equipment
- machinery
- art and handicrafts
- third country exports

Following are the main products exported by Canada to the tri-state area in 1984:

- passenger automobiles and chassis
- precious metals including alloys
- electricity
- petroleum and coal products
- trucks, truck tractors and chassis
- natural gas
- aluminum including alloys
- newsprint paper
- crude petroleum

Defence Products

Access to the U.S. defence equipment market is facilitated by the Canada-United States Defense Development and Defense Production Sharing Arrangements, under the terms of which Canadian-made defence equipment can be imported into the United States duty-free and without the application of Buy America restrictions. Local buyers therefore evaluate Canadian firms on the same price-quality-delivery formula applied to American suppliers.

Canadian firms can enter this market (a) by bidding on prime contracts issued by various Department of Defense procurement agencies or through solicitations received

from them by the Canadian Commercial Corporation; and (b) by selling to U.S. companies awarded prime contracts. The trade commissioner responsible for defence at the Consulate General can provide information on bidding procedures and assistance in identifying potential companies. Also detailed information on Department of Defense procurement procedures can be found in the following publications which can be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402: *Selling to the Military* stock no. 008-000-00345-9 and *Doing Business with the Department of Defense — A guide to foreign firms.*

Information on marketing to the U.S. Department of Defense, to U.S. Defence contractors, and on the Canada-United States Defense Sharing Arrangements can be obtained from:

United States Division (TDU)
Defence Programs Bureau
Department of External Affairs
Lester B. Pearson Building
Ottawa, Ontario
K1A 0G2

The area covered by the Canadian Consulate General in New York City for defence products comprises New York State and northern New Jersey. The Canadian Consulate General in Boston covers the State of Connecticut for defence products.

Opportunities for Canadian defence contractors include both direct U.S. military procurements as well as subcontracting to the U.S. defence industry. The latter includes two large aircraft plants on Long Island (Grumman and Fairchild) as well as several major defence electronics firms.

The New York office's experience with defence contractors in the area has indicated that the field is highly competitive; it is those Canadian firms offering exceptional capabilities that stand the best chance of success.

Military commands covered by the New York office include Fort Monmouth, New Jersey (electronics), Picatinny Arsenal, at Dover, New Jersey (small calibre arms and ballistics), Watervliet Arsenal, situated near Albany, New York (large calibre arms) and the Military Sealift Command (marine equipment and ship overhaul).

The marketing of defence products at the mission has concentrated on Fort Monmouth, Watervliet Arsenals and the Picatinny Arsenals.

However, the main thrust of the past marketing effort has been towards the U.S. Army Communications Electronics Command (CECOM) at Fort Monmouth. CECOM has three centres conducting exploratory and advanced research and development in engineering and in software support: (1) the Center for Communications Systems (CENCOMS), (2) the Center for Tactical Computer Systems (CENTACS), and (3) the Center for Systems Engineering and Integration (CENSEI). Total contracts let by CECOM are worth approximately \$2.5 billion.

Watervliet Arsenal is a unique establishment specializing in cannon design, procurement, manufacturing and product assurance. The arsenal is the only facility in the Western world capable of making guns ranging from 20 mm to 406 mm in broad diameter and up to 21 m in length. Much of the machinery is of specialized design not existing in the private sector.

Picatinny Arsenal is part of the U.S. Army Armament Research and Development Command (ARRADCOM) and is specifically tasked to undertake research in the fields of explosives, propellants and pyrotechnics. This includes the design and development of munitions (to encompass mines, grenades, demolition devices, explosive devices and initiators). Artillery and tank ammunition, recoilless rifle ammunition, aircraft disperse munitions and missile warhead sections all fall under the purview of Picatinny Arsenal.

As well as direct sales, qualified Canadian companies may also have the opportunity to participate in co-operative research programs with U.S. defence agencies under the Canada-United States Defense Production and Development Sharing Arrangement (DPSA). These research and development programs provide for Canadian firms to develop equipment for either sole U.S. or joint Canadian-U.S. use. In both cases funding is generally 50 per cent Canadian and 50 per cent U.S.

IV. SELLING TO THE NEW YORK AREA

Market Characteristics

New York City is unique in the United States. Besides being the largest city in the country, it is also the leading trading centre in both domestic and foreign commerce. Its population, together with the rest of the area, exceeds that of Canada. At the same time, the region presents the largest market in close proximity to the majority of potential Canadian exporters. It would be difficult to enumerate the products that could expect to find acceptance here. The main criteria, as always, are quality, competitive pricing, delivery and after sales service if applicable. For the Canadian exporter, the New York City area represents a vast market — millions of people earning billions of dollars.

The Canadian Image

Canadian suppliers can take advantage of the fact that U.S. firms often do not regard Canada as "foreign" and, consequently, Canadian merchandise is bought and invoiced through domestic purchasing departments. Proximity to the market, coupled with personal and corporate connections, can help Canadian firms attain competitive transportation costs and delivery times. Such factors can also tend to make U.S. buyers receptive to the idea of purchasing from Canada on the same basis as from domestic U.S. sources. Nonetheless, Canadian exporters should expend full marketing efforts to establish acceptance of their products on the basis of design and quality.

Positive Sales Psychology

Canadian exporters may face a double challenge — to sell as an American vendor does and, in certain cases, to overcome misconceptions about Canadian capabilities. The buyer must be assured that there is nothing risky about doing business with Canada, or with a new supplier. Before selling in the United States, Canadian companies should commit themselves to

- going after business on a continuing basis;
- making the first impression a positive one — to a degree they might not consider in Canada;
- quoting, delivering and following up aggressively in competition with U.S. suppliers.

The Initial Approach

The best introduction is by a personal visit. For some products comparison shopping is advisable to evaluate market potential. A representative or distributor may be appointed later, but large volume buyers usually want to meet their prospective suppliers personally.

Often, appointments are not necessary with individual buyers, but as a matter of good form it is usually advisable to start with the director of purchasing or equivalent and through that person meet the proper buyers. An advance notification in letter form can be handled by the Commercial Division of the New York Canadian Consulate General.

A complete presentation on the first call is most important. This should include literature, specifications, samples if possible, and all the price, delivery and quality control information a buyer needs to evaluate your capabilities against current sources. Many buyers keep up-to-date records on their suppliers. A favourable impression is made if a résumé with the following information can be supplied at the time of the first visit:

- vendor's name, address, telephone and telex number;
- name, address, telephone and telex number of local representative, if applicable;
- date established;
- size of plant;
- number of employees;
- principal products;
- location of plants;
- description of production facilities and equipment;
- description of quality control facilities and procedures;
- transportation facilities;
- approximate yearly sales volume;
- list of three representative customers;
- financial and credit rating.

We suggest that, before you visit the territory, you write to the Canadian Consulate General, Commercial Division, 1251 Avenue of the Americas, New York City, NY, 10020

U.S.A., to obtain preliminary information on local opportunities. Your letter should contain the following information:

1. a summary of your past experience, if any, in this market;
2. the distribution channel you wish to pursue;
3. prices, in U.S. dollars f.o.b. factory, but particularly c.i.f. New York City or at an American port of entry;
4. delivery time scheduling from date of receipt of order;
5. warranty offered;
6. the rate of commission to a manufacturer's representative or percentage discount structure for a distributor.

Reciprocal Visits

Many buying organizations check out new suppliers' facilities personally before placing continuing business. If they do not come as a matter of course, it is good sales strategy to invite them anyway. U.S. buyers expect to be called upon more frequently than their Canadian counterparts. This may be as often as every two weeks at some periods of the buying year. Most Canadian firms lack the sales force to accomplish this. The usual solution is to appoint a manufacturer's representative, or to sell through brokers, jobbers or distributors as the situation warrants.

Price Quotations

Quotations should be submitted both on a laid-down basis, buyer's warehouse, factory or an American port of entry, and on an f.o.b. Canadian plant basis exclusive of Canadian sales and excise taxes. Always quote in U.S. funds unless specifically requested otherwise. The landed price should include transportation charges, U.S. customs duties if applicable, brokerage fees and insurance. The quotation should be comparable in format to quotations from U.S. sources. Buyers cannot be expected to understand or be sympathetic with customs duties or other matters peculiar to international transactions. This is solely the responsibility of the Canadian exporter and a "cost" of international business.

Canadian exporters may not be granted the same opportunities for renegotiating initial quotations as they have been accustomed to in Canada. This is because U.S. buyers must often work to tighter purchasing deadlines

and target prices. Thus they may have to accept the first bid as final.

The Manufacturer's Representative

The manufacturer's representative, commission agent or salesman is more commonly used as a sales technique in the United States than in Canada. The better "reps" are highly qualified by education, training and experience. They know their customers and call regularly — not only the buyers but also engineering, design and quality-control officers. The advantages of the "rep" include economy, closer contacts with buyers, including social ones, and representation close to the source of possible problems. The Canadian Consulate General in New York maintains information on the majority of manufacturer's representatives operating in its market territory and can often make suitable suggestions for Canadian manufacturers.

Delivery

Delivery must be exactly to customers' specifications, and these are as rigid as any in the world. Many U.S. plants work on inventories as short as one or two days and could be shut down by a delay of a few hours. Failure to adhere to rigid delivery schedules is one of the surest ways of not being asked to quote again.

V. CUSTOMS REGULATIONS AND DOCUMENTATION

Documentation

Canadian exports to the United States, including returned American merchandise, should be accompanied by Canada Customs export form B-13. Canada Customs normally requires three copies at the time of exportation, one of which is returned to the exporter. It should be noted that Canada Customs has a monthly summary reporting system available to large volume exporters. Further information on the summary reporting system as well as gratis supplies of B-13 forms may be obtained from Canada Customs. B-13 export forms are also available from customs brokers and freight forwarders, but usually at a charge.

Generally, the only other documents required when shipping to the United States are a bill of lading or air waybill as well as a commercial invoice. The use of a typewriter in preparing documents is preferred; in any case, they should be legible and *not* prepared in red ink. Also, to expedite U.S. Customs clearance, the Canadian exporter should stipulate to the carrier which U.S. Customs broker (if any) is to be used.

NOTE: It should be borne in mind that it is most important that Canadian exporters ensure that the documentation presented to U.S. Customs is complete and accurate. This not only results in prompt customs clearance but also avoids possible costly penalties.

Bill of Lading or Air Waybill

Normally a bill of lading or air waybill for Canadian shipments is required by U.S. Customs authorities. In lieu of the bill of lading or air waybill the shipping receipt may be accepted if customs is satisfied that no bill of lading or air waybill has been issued. Entry and release of merchandise may be permitted without the bill of lading or air waybill if satisfactory bond is given in a sum equal to one and one-half times the invoice value of the merchandise. In certain circumstances, carrier's certificate or duplicate bill of lading or air waybill may be acceptable.

Invoice

Although acceptable, U.S. Customs special invoice form 5515 is no longer required. Instead, shipments should be accompanied at entry by a commercial invoice containing the value of the merchandise and any other necessary particulars (i.e., basically those that were previously required on U.S. special invoice form 5515) and bearing the name of a responsible individual who has knowledge of the transaction.

While only one copy is required by U.S. Customs, it is usual to forward three: one for the use of U.S. Customs when the goods are examined, one to accompany the entry and one for the U.S. customhouse broker's file.

District directors of U.S. Customs are authorized to waive production of a properly completed commercial invoice if satisfied that the importer, because of conditions beyond his control, cannot furnish a complete and accurate invoice; or that the examination of merchandise, final determination of duties and collection of statistics can properly be made without the production of such an invoice. In these cases, the importer must file the following documents:

- (1) any invoice or invoices received from the seller or shipper;
- (2) a statement pointing out in exact detail any inaccuracies, omissions or other defects in such invoice or invoices;
- (3) a properly executed pro forma invoice;
- (4) any other information required for classification or appraisement of value for duty or for statistical purposes.

Special information with respect to certain classes of goods is sometimes required when the commercial invoice does not give sufficient information to permit classification and appraisal.

Packing List

U.S. Customs authorities require three copies of a detailed packing list. This should indicate what is in each box, barrel or package in the shipment. If the shipment is uniformly packed this can be stated on the invoice indicating how many items are in each container.

Entry at Customs

Goods may be entered for consumption or entered for warehouse at the port of arrival in the United States, or they may be transported in bond to another port of entry and entered there under the same conditions as the port of arrival.

For such transportation in bond to an interior port, arrangements must be made at the port of arrival by either the consignee, the carrier, the U.S. customhouse broker or any other person having a sufficient interest in the goods for that purpose. In cases where the Canadian exporter assumes responsibility for entering the goods through U.S. Customs, he may find that there are advantages in having shipments entered for consumption at the nearest or most convenient port of arrival.

In this way he can remain in close touch with the U.S. broker and U.S. Customs at that port of entry. However, where the U.S. purchaser intends making his own entries, it may be more convenient to have the goods transported in bond from the port of arrival to the interior port nearest the importer.

Who May Enter Goods

Goods may be entered by the consignee, his authorized regular employees, or his agent. The only persons who are authorized to act as agents for importers in customs matters are licensed U.S. customhouse brokers. They prepare and file the necessary customs entries, arrange for payments of duties and release of goods and otherwise represent their principals in customs matters.

Goods may be entered by the consignee named in the bill of lading under which they are shipped or by the holder of a bill of lading properly endorsed by the consignee. When the goods are consigned "to order" they may be entered by the holder of the bill of lading properly endorsed by the consignor. An air waybill may be used for merchandise arriving by air.

In most instances, entry is made by a person or firm certified by the carrier to be the owner of the goods for customs purposes. When goods are not imported by a common carrier, possession of the goods at the time of arrival in the United States is sufficient evidence of the right to make entry.

Entry of goods may be made by a non-resident individual or partnership, or a foreign corporation through an

agent or representative of the exporter in the United States, a member of the partnership, or an officer of the corporation.

The surety on any customs bond required from a non-resident individual or organization must be incorporated in the United States. In addition, a Canadian corporation in whose name merchandise is entered must have a resident agent authorized to accept service of process on its behalf in the state where the port of entry is located.

In general, to facilitate customs clearance it is advisable to contact a licensed U.S. customhouse broker who will outline the services he can provide, together with particulars on brokerage fees and other related matters.

Payment of Duties

There is no provision for prepayment of duties in Canada before exportation to the United States but it is feasible for the Canadian exporter to arrange for payment by a U.S. customhouse broker or other agent and thus be able to offer goods to U.S. buyers at a duty-paid price.

Liability for payment of duty usually becomes fixed at the time an entry for consumption or for warehouse is filed with U.S. Customs. The liability is fixed, but not the amount of duty which is only estimated at the time of the original entry. When the entry is liquidated, the final rate and amount of duty is ascertained. Obligation for payment is upon the person or firm in whose name the entry is filed.

Postal Shipments

Parcels of aggregate value not exceeding five dollars (U.S.) may be admitted free of duty.

Commercial shipments valued at more than five dollars must include a commercial invoice and a customs declaration on the form provided by the Canadian Post Office and give an accurate description and value of the contents. The customs declaration must be securely attached to the package.

If the shipment comprises two or more packages the one containing the commercial invoice should be marked "Invoice Enclosed"; other packages of the same shipment may be marked as "No. 2 of 3, Invoice Enclosed in Package No. 1."

A shipment under \$250 aggregate value will be delivered to the addressee. Duties and delivery fees for each package are collected by the postal agent. Parcels containing bona fide gifts (excluding alcoholic beverages, tobacco products and perfumes) to persons in the United States will be passed free of duty provided the aggregate value received by one person on one day does not exceed \$25. No postal delivery fee will be charged. Such parcels should be marked as a gift and the value and contents indicated on the parcel.

Temporary Free Importation

Certain articles not imported for sale, or for sale on approval, may be admitted into the United States under bond without the payment of duty. Generally, the amount of the bond is double the estimated duties.

Such articles must in most cases be exported within one year from the date of importation. Upon application to the district or port director, this period may be extended for further periods which, when added to the initial one year, are not to exceed a total of three years.

Such articles may include the following:

- articles for repair, alterations or processing;
- models of women's wearing apparel by manufacturers;
- articles for use as models by illustrators and photographers solely for illustrating;
- samples for order-taking;
- articles for examination and reproduction (except photo-engraved printing plates for examination and reproduction);
- motion picture advertising films;
- articles for testing, experimental or review purposes (plans, specifications, drawings, blueprints, photographs for use in study or for experimental purposes may be included). In the case of such articles, satisfactory proof of destruction as a result of the tests with the production of a proper affidavit of destruction will relieve the obligation of exportation;
- automobiles, motorcycles, bicycles, airplanes, airships, balloons, boats, racing shells, and similar vehicles and craft and related equipment by non-residents for taking part in races or other specific contests;
- locomotives and other railroad equipment for use in clearing obstructions, fighting fires, or making emergency railroad repairs in the United States;

- containers for compressed gases and other containers and articles for covering or holding merchandise during transportation and suitable for such re-use;
- professional equipment, tools of trade, repair components for equipment or tools admitted under this item, and camping equipment imported by or for non-residents sojourning temporarily in the United States and for use by such non-residents;
- articles of special design for temporary use exclusively in the production of articles for export;
- animals and poultry for breeding, exhibition, or competition for prizes;
- theatrical scenery, properties and apparel for use by arriving proprietors or managers of theatrical exhibitions;
- works of art, photographs, philosophical and scientific apparatus brought into the U.S. by professional artists, lecturers or scientists arriving from abroad for use by them in exhibition and promotion of art, science or industry in the United States;
- automobiles, automobile chassis, automobile bodies — finished, unfinished or cutaway when intended solely for show purposes. The temporary importation bond in the case of these articles is limited to six months with no right of extension.

ATA Carnet

The temporary importation of goods into the United States (as well as into certain other countries) can, in many instances, be simplified through the use of an ATA Carnet document which is issued by the Canadian Chamber of Commerce. Particulars on eligibility, requirements, etc., can be obtained from Carnet Canada, Division of the Canadian Chamber of Commerce, at the following locations:

1080 Beaver Hall Hill, Suite 1630
Montreal, Quebec
H5Z 1T2
Tel: (514) 866-4334

200 Elgin Street, Suite 301
Ottawa, Ontario
K2P 2J7
Tel: (613) 238-4000

120 Adelaide Street West, Suite 2109
Toronto, Ontario
M5H 1T1
Tel: (416) 868-6415

c/o The Vancouver Board of Trade
500 - 1177 West Hastings Street
Vancouver, British Columbia
V6E 2K3
Tel: (604) 681-2111

Commercial Travellers — Samples

Certain goods accompanying a commercial traveller may be temporarily imported under bond (TIB). In such cases, an adequate descriptive list or a commercial invoice must be provided. The personal bond of the commercial traveller is usually accepted to guarantee the timely exportation of the samples under U.S. Customs supervision. Failure to export the samples or otherwise comply with the conditions of temporary entry will result in penalty action being taken by U.S. Customs.

NOTE: There is no provision for goods temporarily admitted under a TIB to be duty-paid in lieu of exportation.

An ATA Carnet can also be used for the temporary importation of most commercial samples.

Duty on Containers

If used in shuttle service, the following types of containers may enter free of duty:

- (1) U.S. containers and holders (including shooks and staves of U.S. production) when returned as boxes or barrels containing merchandise;
- (2) foreign containers previously imported and duty paid if any;
- (3) containers of a type specified by the Secretary of the Treasury as instruments of international traffic.

One-trip containers are dutiable as part of the dutiable value of the goods.

Marking of Goods

Country of Origin Marking

Generally, all goods imported into the U.S. must be legibly and conspicuously marked in English to identify

their country of origin to the ultimate purchaser in the United States.

The use of stickers or tags is permitted if used in such a manner as to be permanent, unless deliberately removed, until receipt by the ultimate purchaser.

Certain small instruments and utensils must be marked by die-stamping, cast-in-the-mould lettering, etching, engraving or by means of metal plates securely attached to the articles.

The U.S. Customs Service may exempt certain articles from this marking. In such cases, the container must be suitably marked.

Composition Marking

Any product containing woollen fibre (except carpets, rugs, mats and upholsteries, or articles made more than 20 years before importation) must be clearly marked: 1) to identify the manufacturer or the person marketing the product; 2) with a statement denoting in percentage terms the total fibre content of the product; and 3) with the maximum percentage of the total weight of the product of any nonfibrous loading, filling or adulterating matter. If not suitably marked, an opportunity to mark under U.S. Customs supervision may be granted.

When the fabric contained in any product is imported, it is necessary to state the fabric's country of origin.

Fur products must be marked as to type (particular animal), country of origin and manufacturer's or marketer's name. In addition, where they are used or damaged; bleached, dyed or otherwise artificially coloured; or composed substantially of paws, tails, bellies or waste fur, they must be so marked. See also "Import Prohibitions and Restrictions" which is discussed below.

Food Labelling

All imported foods, beverages, drugs, medical devices and cosmetics are subject to inspection by the United States Food and Drug Administration (FDA) at the time of entry into the U.S. The FDA is not authorized to approve or pass upon the legality of specific consignments before they arrive and are offered for entry into the U.S. However, the FDA is always willing to offer comments on proposed labels or answer other enquiries from importers and exporters. Advice on prospective food labels may also be obtained from the U.S. Marketing Division, Department of External Affairs in Ottawa.

Import Prohibitions and Restrictions

In addition to goods prohibited entry by most countries in the world (such as obscene, immoral or seditious literature, narcotics, counterfeit currency or coins) certain commercial goods are also prohibited or restricted. Moreover, various types of merchandise must conform to laws enforced by government agencies other than the United States Customs Service. Fur products are also subject to the Endangered Species Act and importation of certain fur skins would be prohibited.

Animals

Cattle, sheep, goats, swine and poultry should be accompanied by a certificate from a veterinarian of the Canadian Department of Agriculture to avoid delays in quarantine.

Wild animals and birds are prohibited from importation into the U.S. if captured, taken, shipped, possessed or exported contrary to laws of the foreign country of origin. In addition, no such animal or bird may be taken, purchased, sold or possessed contrary to the laws of any state, territory or possession of the United States.

Plants and Plant Products

The importation of plants and plant products is subject to regulations of the Department of Agriculture and may be restricted or prohibited. Plants and plant products include fruits, vegetables, plants, nursery stock, bulbs, roots, seeds, certain fibres including cotton and broomcorn, cut flowers, sugarcane, certain cereals, elm logs and elm lumber with bark attached. Import permits are required. Also certain endangered species of plants may be prohibited or require permits or certificates.

Seeds

The importation into the United States of agricultural and vegetable seeds and screenings is governed by the provisions of the Federal Seed Act of 1939 and regulations of the Agricultural Marketing Service, Department of Agriculture. Shipments are detained pending the drawing and testing of samples.

American Goods Returned

U.S. products may be returned to the United States duty-free provided they have not been advanced in value or improved in condition while abroad.

Articles exported from the United States for repair or alterations abroad shall be subject to duty upon the value of the repairs or alterations. The term "repairs or alterations" means restoration, change, addition, renovation, cleaning or other treatment which does not destroy the identity of the article exported or create a new or different article.

Any article of metal (except precious metal) manufactured in the United States and exported for further processing and again returned to the United States for additional processing is subject to a duty upon the value of processing outside the United States.

The cost or value of U.S. origin component parts exported abroad ready for use only in the assembly of foreign-produced goods subsequently imported into the U.S., may be deducted from the value for duty provided the parts have not been subject to any further fabrication while abroad except operations incidental to the assembly process such as cleaning, lubricating and painting.

Special U.S. Customs procedural requirements must be followed upon the exportation and return of American goods. Details may be obtained from United States Customs, U.S. customhouse brokers or from the U.S. Marketing Division, Department of External Affairs, Ottawa.

Customs Entry Assistance

To facilitate access into the United States marketplace, a Canadian exporter should have information on customs documentation, tariff classification rates of duty, and value for duty. It is also advisable to examine the many other U.S. laws and regulations affecting imports such as those relating to food and drugs, consumer product safety, environmental protection, etc.

Such U.S. import information is readily available from:

U.S. Marketing Division (UTM)
Department of External Affairs
Lester B. Pearson Building
125 Sussex Drive
Ottawa, Ontario
K1A 0G2
Tel: (613) 993-7484

The Division is constantly in contact with the U.S. Customs Service and other agencies on behalf of Canadian

exporters and, over the years, has developed an in-depth knowledge of the interpretation and implementation of U.S. tariffs and regulations related to access for imports of Canadian products into the U.S. marketplace.

The Division can also provide Canadian exporters with information and assistance regarding labelling of food, drug, cosmetic and alcohol products; customs penalty assessments; customs valuation; consumer product safety standards; and other questions related to U.S. market access.

Accordingly, Canadian exporters of products destined for the U.S., and particularly first-time exporters or exporters of new products, are strongly urged to contact the U.S. Marketing Division for assistance with their exports. Additional sources of U.S. import information are U.S. customhouse brokers and the U.S. Customs Service itself.

U.S. Customs Tariff Classification, Internal Advice and Protests

The market access assistance which the U.S. Marketing Division offers includes obtaining an official tariff classification ruling on behalf of the Canadian exporter for merchandise to be imported into the U.S. (*prospective customs transaction*).

In addition, the Division can aid the exporter and his broker in applying for internal advice which is designed to settle significant disagreement arising between the importer and U.S. Customs authorities in connection with a shipment being cleared at a U.S. Customs port of entry (*current customs transaction*). Further, the Division can help an exporter in the preparation of a protest to be filed against a U.S. Customs Service decision involving a liquidated entry (*completed customs transaction*).

Tariff Classification Ruling — “Prospective” Customs Transaction

The U.S. Marketing Division can obtain an official binding tariff classification ruling from the U.S. Customs Service on behalf of a Canadian exporter for a “*prospective*” *customs transaction* (i.e., a transaction which is not already pending before a customs service office by reason of arrival of the goods in the United States or the filing of related documentation at customs for goods en route to the U.S.). Such ruling is considered binding inasmuch as it will be honoured at all U.S. Customs field offices and thereby ensures that the

Canadian exporter will receive uniformity in tariff treatment regardless of which U.S. Customs ports of entry are to be used.

To obtain such ruling, a written request containing the following information should be submitted to the U.S. Marketing Division:

(1) a statement, as to whether the same or an identical transaction(s) is currently, or has ever been, considered by the U.S. Customs Service or attendant court of law. Where such other transaction(s) has taken place, particulars thereof should be provided;

(2) a full and complete description of the goods.

Generally, a sample and descriptive literature of the article in question should suffice. Where a sample is not practicable, a photograph, drawing or other illustrative representation of the article should be submitted. If return of a sample is desired, it should be so requested indicating the desired means of return. (*NOTE: A sample should only be submitted with the understanding that all or most of it may be damaged or consumed in the course of any examination, or analysis undertaken in connection with the ruling request.*)

(3) an indication of the article's chief use in the United States;

(4) the commercial, common or technical description of the article;

(5) where a product is composed of two or more materials or ingredients, a percentage breakdown of (a) the cost of each component material or ingredient, at the point where only assembly or mixture into the finished product is required and, (b) their relative quantities by weight or volume, as appropriate;

(6) textile materials and articles should be identified as in (5) above, and their description should also include the method of construction (such as knit or woven), the types of fibres present and, if wearing apparel, by whom it is designed to be worn (e.g., child, man, woman or unisex);

(7) chemical products should be identified by their specifications and product formulation (i.e., ingredients listing in percentage terms by chemical names, not tradenames). A sample should also be submitted for purposes of U.S. Customs laboratory analysis;

(8) privileged or confidential information should be clearly identified as such and should be accompanied by an explanation of why that information should not be disclosed.

NOTE: FAILURE TO INCLUDE ALL THE APPROPRIATE ABOVE-LISTED INFORMATION IN THE REQUEST ONLY RESULTS IN DELAYS AND CONFUSION FOR THE EXPORTER.

Internal Advice — “Current” Customs Transaction

Significant disagreement with a U.S. Customs position in connection with a “*current*” customs transaction (i.e., a transaction which is presently before a U.S. Customs Service field office), should be resolved by filing a request for internal advice through the customs port where entry was made and before liquidation of the entry is effected.

Internal advice can be requested by either the importer or the U.S. customhouse broker. The U.S. Customs Service will review the request and notify the importer of any points with which they do not agree.

The U.S. Marketing Division can provide valuable assistance and suggestions regarding points of law and previously established customs practice which may support the importer's request for internal advice.

To obtain such assistance, a written submission should be made to the U.S. Marketing Division containing the following:

- (1) full particulars relative to the transaction involved and generally following the outline for a tariff classification ruling — “*prospective customs transaction*”;
- (2) copies of *all* documents and correspondence related to the entry of merchandise to which the request refers, including those issued by U.S. Customs.

If the importer is validly not in agreement with the resultant U.S. Customs Service decision on the internal advice request he may, “*after liquidation of the entry and within 90 days of that liquidation*,” file a protest in the matter at the U.S. Customs port of entry involved.

NOTE: The U.S. Customs Service field office may, at its discretion, refuse to consider a request for internal advice if in their opinion there is a clear and definitive customs precedent which supports their position. In such cases the U.S. Marketing Division should be contacted for further guidance and assistance.

Protest — “Completed” Customs Transaction

A protest, which is a form of appeal, may be undertaken in connection with a “*completed*” customs trans-

action (e.g. a transaction which has been liquidated by a U.S. Customs Service field office).

NOTE: Protests must be filed at the U.S. Customs port of entry concerned and within 90 days after the date of liquidation of the customs entry.

The U.S. Marketing Division can assist the importer and his broker in preparing a protest by providing advice and suggestions on what information can be used to support the importer's case.

For such assistance to be effective, the division must be furnished with all information regarding what has taken place. Such information should include the following:

- (1) all information listed in outline for tariff classification ruling — "*prospective customs transaction*";
- (2) a copy of the customs entry and invoice under protest;
- (3) a copy of all correspondence (no matter how trivial) between the importer, broker and the U.S. Customs authorities regarding the subject under protest; and
- (4) an estimate of (a) the volume of shipments that could be affected by the issue, (b) the value of such shipments, and (c) the potential duties involved.

U.S. Anti-Dumping and Countervail Statutes

Due to the complexity of these statutes, exporters are encouraged to contact the U.S. Marketing Division of the Department of External Affairs for answers to any specific questions.

The U.S. Trade Agreements Act of 1979 was enacted into law in July 26, 1979, and encompasses those changes to the current United States anti-dumping and countervailing duty law necessary for the implementation of the international agreements negotiated in the Multilateral Trade Negotiations (Tokyo round) of the General Agreement of Tariffs and Trade (GATT).

Anti-Dumping

If a U.S. company has reason to believe that a product is being sold in the U.S. at a price lower than the price at which it is sold in its home market, an anti-dumping complaint may be filed with the U.S. Commerce Department. The anti-dumping petition must contain information to support the dumping allegations along with evidence of injury suffered by the U.S. industry affected.

A U.S. anti-dumping investigation must be conducted within specified time frames:

- (1) Within 20 days of receipt of an anti-dumping petition, the Secretary of Commerce must decide whether or not to initiate an investigation. If it is determined that a petition does not properly establish the basis on which anti-dumping duties may be imposed, the proceeding is terminated. If the Secretary of Commerce determines that the petition contains sufficient information supporting the allegations, a full-scale investigation is initiated.
- (2) Within 45 days from the date a petition was filed, the International Trade Commission (ITC) must determine if there is a reasonable indication of injury. If the decision is negative, the case is terminated.
- (3) In general, within 160 days after the date on which a petition is filed, the Secretary of Commerce makes a preliminary determination of dumping. If the preliminary determination is affirmative, suspension of liquidation of all entries of merchandise subject to the determination is ordered and provisional duty in the form of a cash deposit or bond is required, for the entry of the merchandise concerned equal to the estimated amount by which the foreign market value exceeds the United States price.
- (4) Within 75 days of the preliminary determination, a final determination by the Secretary of Commerce of sales at less than fair value will be due.
- (5) Following an affirmative preliminary decision of sales at less than fair value, the ITC must make an injury determination within 120 days of the preliminary determination. If the ITC injury determination is negative, the case is terminated, any cash deposited is refunded, and any bond posted is released. If the injury determination is affirmative, the Secretary of Commerce will publish an anti-dumping duty on the merchandise equal to the amount by which the home market value of the merchandise exceeds the price to the United States customer.
- (6) An anti-dumping duty order is subject to an automatic annual review and requests for a review at any time will be entertained, provided changed circumstances warrant it.

Countervail

Under the revised U.S. Countervailing Duty Statute, an additional duty may be imposed upon articles whether or not dutiable, imported into the U.S., if any bounty or grant upon their manufacture, production or export has

been made. However, all cases are subject to an injury determination by the ITC. The time frame for an investigation is similar to an anti-dumping investigation. The decision on the subsidy by the Secretary of Commerce and the injury determination by the ITC may be appealed to the U.S. Court of International Trade.

If any difficulties arise with reference to this statute, it is suggested that exporters contact the U.S. Marketing Division of the Department of External Affairs as soon as possible.

U.S. Exports to Canada

Enquiries concerning the importation of U.S. products into Canada should be referred to the United States Embassy, 100 Wellington Street, Ottawa, or the U.S. Consulate or Consulate General in Vancouver, Calgary, Winnipeg, Toronto, Montreal, Quebec, Saint John, Halifax or St. John's.

VI. SERVICES FOR EXPORTERS

Banking

There are seven Canadian banks with representatives in New York.

Bank of Montreal

2 Wall Street
New York, NY 10005
Bonds: (212) 306-7147
Securities: (212) 306-7109

National Bank of Canada

535 Madison Avenue
New York, NY 10022
Tel: (212) 605-8869

Bank of Nova Scotia

67 Wall Street
New York, NY 10005
Tel: (212) 208-6500

Mercantile Bank of Canada

805 Third Avenue
New York, NY 10022
Tel: (212) 980-0550

Canadian Imperial Bank of Commerce

22 William Street
New York, NY 10005
Tel: (212) 825-7000

The Royal Bank of Canada

68 William Street
New York, NY 10005
Tel: (212) 806-3000

Toronto Dominion Bank

42 Wall Street, 8th Floor
New York, NY 10005
Tel: (212) 820-2000

The agencies in New York are fully equipped to service any aspect of export business which exporters would normally place through their Canadian banks. This service would include letters of credit, documentary collections, credit information, etc.

Banks in Canada, of course, have international departments whose function is to assist exporters.

Patents, Trademarks and Copyrights

General

An informative booklet entitled *General Information Concerning Patents* is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20302.

Patents

All business with the Patent Office should be transacted in writing and all letters addressed to the Commissioner of Patents, Washington, DC 20231.

U.S. patent laws make no discrimination with respect to the citizenship of the inventor. However, it is the inventor who must make application for patent and sign related papers (with certain exceptions).

Most inventors employ the services of patent attorneys or patent agents. The Patent Office cannot recommend any particular attorney or agent but does publish a list of all registered patent attorneys and agents who are willing to accept new clients and lists them by states, cities and foreign countries.

Trademarks

A trademark relates to the name or symbol used in trade to indicate the source or origin of goods. Trademark rights will prevent others from using the same trademark on identical goods but do not prevent others from making these goods without the trademark.

The procedure relating to the registration of trademarks and some general information on trademarks is given in a pamphlet called *General Information Concerning Trademarks* which can be obtained from the Patent Office.

Copyright

Copyright protects the writings of an author against copying. Literary, dramatic, musical and artistic works are included within the protection of the copyright law which, in some instances, also confers performing and recording rights. The copyright goes to the form of expression rather than the subject matter.

NOTE: Copyrights are registered in the Copyright Office in the Library of Congress and the Patent Office has nothing whatever to do with copyrights. Information concerning copyrights may be obtained from the Register of Copyrights, Library of Congress, Washington, DC 20540.

Licensing and Joint Ventures

If you wish to market a patented invention or product in the United States, either under a joint-licensing agreement or some other arrangement, there are a

number of firms specializing in patent and marketing services. The Canadian Consulate General can help in choosing such firms.

Commercial Disputes

In the event of disputes, a Canadian can seek advice from the Canadian Council, International Chamber of Commerce, c/o the Canadian Chamber of Commerce, 1080 Beaver Hall Hill, Montreal, Quebec H2Z 1T2.

VII. YOUR BUSINESS VISIT TO NEW YORK

There is no substitute for the personal visit. Correspondence, while better than nothing, does not excite the sophisticated New York businessperson, who, in a few words, wants to be shown.

Services of the Trade Commissioner

The Commercial Division of the Canadian Consulate General in New York is equipped to function as the liaison between Canadian and local U.S. business and industry. It actively seeks business opportunities for Canada in its territory and relays these to firms thought to be interested and capable. Potential buyers and sellers are introduced, with guidance provided to either as required. Market surveys of reasonable proportions are conducted on behalf of Canadian firms, and agents, distributors or other outlets recommended. The Canada Room of the consulate general is available for product displays and in-office shows. Hours of the consulate general are 9:00 AM to 5:00 PM, Monday to Friday.

Advise and Consult

As mentioned above in Section IV, when planning your first business visit to New York, advise the officers of the Commercial Division of the Canadian Consulate General well in advance of your arrival. Inform them of the objective of your visit and include several copies of the product brochures. It is extremely helpful if you work out the c.i.f. prices in U.S. dollars on at least part of your product range. You should also list any contacts you may already have made with the local business community.

With this information at their disposal, the commercial staff will be pleased to arrange a tentative itinerary and make appointments on your behalf that you can confirm upon arrival. Because of the increasing number of business people visiting the United States, it is recommended that you leave the arrangements for hotel reservations in the hands of your travel agent.

When to Go

The best time to visit New York is during the spring or fall and not the Christmas and August vacation periods. Bear in mind that buying schedules may vary somewhat from Canadian timing. The commercial division is prepared to offer guidance.

How to Get There

Airlines

Air Canada has flights from Vancouver, Calgary, and Winnipeg, as well as direct non-stop service from Toronto and Montreal to New York.

Pilgrim Airlines has daily direct flights from Ottawa; Québecair has a direct flight to Quebec City on weekends.

There are connecting flights on Air Canada from Halifax; from Charlottetown on Eastern Provincial and American Airlines; and from Saint John, New Brunswick, on Air Canada and New York Air and Eastern Airlines.

From New York, La Guardia Airport, American Airlines operates regular daily flights to Toronto, and Eastern Airlines operates regular daily flights to Montreal.

From Newark Airport, Mall Airways flies to Montreal and US Air flies to Toronto twice daily, weekdays.

Railways

Trains run between Grand Central/Penn Station and Montreal. From Montreal, there is a morning departure arriving at Grand Central in the evening and an evening departure arriving at Penn Station the following morning. From New York to Montreal there is a train leaving Grand Central in the morning arriving in Montreal that evening and a departure from Penn Station in the evening and arriving in Montreal the next morning. Passengers should be aware that day trains run coaches only (no parlour cars). Night trains run sleeping cars as well as coaches.

Buses

Greyhound Bus Lines maintains routes to New York from major Canadian cities.

VIII. USEFUL ADDRESSES

Government Organizations

Permanent Mission of Canada to the United Nations

866 United Nations Plaza
Suite 250
New York, NY 10017
Tel: (212) 751-5600

Canadian Consulate General

1251 Avenue of the Americas
New York, NY 10020
Tel: (212) 586-2400
Telex: 0012-6242
(DOMCAN NYK)

Ontario Government

800 Third Avenue
Suite 2800
New York, NY 10022
Tel: (212) 308-1616
Telex: 00640501
Micom: (212) 319-9077 LMIT

Délégation générale du Québec

17 West 50th Street
Rockefeller Center
New York, NY 10020-2201
Tel: (212) 397-0200
Telex: 012-6406 (QUEBEC GOVT NYK)

Office of the Agent General Government of Alberta

767 5th Avenue
New York, NY 10153
Tel: (212) 759-2222
Rapicom: (212) 759-3682

Transportation Companies

Air Canada

1166 Avenue of the Americas
New York, NY 10036
Reservations: (212) 869-1900

Canadian Pacific Transport Ltd.

100 Gowin Street
Sayreville, NJ 07748
Tel: (201) 525-0500

Canadian Pacific Airlines

489 Fifth Avenue, Room 2602
New York, NY 10017
Reservations: (212) 581-7920

Kingsway Transport Ltd.

50 Terminal Road
Lyndhurst, NJ
Tel: (800) 624-0034 (NYC)
Tel: (201) 939-9100 (NJ)

Amtrak/Via Rail Canada

12 West 51st Street
Jersey City, NJ 07305
Reservations: (212) 736-4545

Principal New York Banks

Bank of America

41 Broad Street
New York, NY 10004
Tel: (212) 747-6200

Citibank

399 Park Avenue
New York, NY 10022
Tel: (212) 559-1000

Chase Manhattan Bank

One Chase Manhattan Plaza
New York, NY 10015
Tel: (212) 552-7094

Manufacturers Hanover Trust Co.

350 Park Avenue
New York, NY 10022
Tel: (212) 350-6788

Chemical Bank

International Division
20 Pine Street
New York, NY 10005
Tel: (212) 770-1579

Bankers Trust Company

51 Rockefeller Plaza
New York, NY 10020
Tel: (212) 692-2437

Marine Midland Bank - NY

140 Broadway
New York, NY 10015
Tel: (212) 797-4000

Irving Trust Company

One Wall Street
New York, NY 10005
Tel: (212) 487-2121

Morgan Guaranty Trust Co.

23 Wall Street
New York, NY 10015
Tel: (212) 483-2323

Bank of New York

48 Wall Street
New York, NY 10015
Tel: (212) 530-1784

Canadian Investment Houses

Bell Gouinlock & Co. Inc.
D.H. Blair Investors Corp.
Burns Fry & Timmins, Inc.
Dominion Securities Pitfield
Gordon Securities Inc.

McLeod Young & Weir, Inc.
Midland Doherty, Inc.
Nesbitt Thomson Bongard
Securities, Inc.
Richardson Greenshields
Securities Inc.
Wood Gundy, Inc.

Customs Brokers

New York

ABC International

One World Trade Center
Suite 1729
New York, NY 10048
Tel: (212) 432-0660

Advance Shipping Co., Inc.

30 Vesey Street
New York, NY 10007
Tel: (212) 964-1050

F.W. Meyers & Co. Inc.
One World Trade Center
Suite 3211
New York, NY 10048
Tel: (212) 432-0670

C & T Customs Brokers Inc.
233 Broadway, Room 301
New York, NY 10007
Tel: (212) 233-7727

New Jersey

Dorff International, Inc.
40 Walnut Street
Newark, NJ 07102
Tel: (201) 623-3686

**Import Export Services of
New Jersey, Inc.**
972 Broad Street
Newark, NJ 07102
Tel: (201) 622-0326

**Charles A. Redden & Co.,
Inc.**
International Plaza Building
International Way
Newark, NJ 07114
Tel: (201) 242-7200

Connecticut

William A. Marshall
2472 East Main Street
Bridgeport, CT 06610
Tel: (203) 335-0187

REGIONAL OFFICES

If you have not previously marketed abroad, contact any regional office of the Department of Regional Industrial Expansion at the addresses listed below:

Alberta

Cornerpoint Building
10179-105th Street
Edmonton, Alberta
T5J 3S3
Tel:(403) 420-2944
Telex: 037-2762

Manitoba

400-3 Lakeview Square
185 Carlton Street
P.O. Box 981
Winnipeg, Manitoba
R3C 2V2
Tel: (204) 949-2300
Telex: 07-57624

Newfoundland and Labrador

Parsons Building
90 O'Leary Avenue
P.O. Box 8950
St. John's, Newfoundland
A1B 3R9
Tel: (709) 772-5511
Telex: 016-4749

Nova Scotia

1496 Lower Water Street
P.O. Box 940, Station M
Halifax, Nova Scotia
B3J 2V9
Tel: (902) 426-3458
Telex: 019-22525

British Columbia

Bentall Postal Station
P.O. Box 49178
Vancouver, British Columbia
V7X 1K8
Tel: (604) 661-2220
Telex: 04-51191

New Brunswick

590 Brunswick Street
P.O. Box 578
Fredericton, New Brunswick
E3B 5A6
Tel: (506) 452-3141
Telex: 014-46140

Northwest Territories

Precambrian Building
10th Floor
P.O. Bag 6100
Yellowknife, NWT
X1A 1C0
Tel: (403) 920-8575

Ontario

1 First Canadian Place
Suite 4840
P.O. Box 98
Toronto, Ontario
M5X 1B1
Tel: (416) 365-3777
Telex: 065-24378

Prince Edward Island

Confederation Court
134 Kent Street
P.O. Box 1115
Charlottetown, P.E.I.
C1A 7M8
Tel: (902) 566-7442
Telex: 014-44129

Saskatchewan

105-21st Street East
6th Floor
Saskatoon, Saskatchewan
S7K 0B3
Tel: (306) 975-4400
Telex: 074-2742

Quebec

Tour de la Bourse
800 Place Victoria
P.O. Box 247
Montreal, Quebec
H4Z 1E8
Tel: (514) 283-6796
Telex: 055-60768

Yukon

108 Lambert Street
Suite 301
Whitehorse, Yukon
Y1A 1Z2
Tel: (403) 668-4655

APPENDIX I

Counties Covered by the Canadian Mission in New York City

New York	New Jersey	Connecticut
Warren	Sussex	All counties
Washington	Passaic	
Saratoga	Hudson	
Schenectady	Bergen	
Rensselaer	Essex	
Albany	Union	
Schoharie	Middlesex	
Greene	Monmouth	
Columbia	Warren	
Sullivan	Hunterdon	
Ulster	Somerset	
Dutchess	Morris	
Orange		
Putnam		
Westchester		
Rockland		
New York		
Bronx		
Richmond		
Kings		
Queens		
Nassau		
Suffolk		

APPENDIX II — STATISTICS

(All figures in Canadian dollars)

Canadian Trade with New York State in 1983 and 1984

Bilateral Trade

	1983	1984
(billions of dollars)		
Canadian exports to New York	9.26	14.15
Canadian imports from New York	5.30	6.83
Surplus in Canada's favour	3.96	7.32
Canada/New York two-way trade in 1984 (\$20.98 billion) represented 13.7 per cent of total Canada/U.S. two-way trade (\$153.6 billion). Sales to New York increased by 52.8 per cent in 1984 while imports from New York increased 28.9 per cent.		

Exports

Canadian exports to New York totalled \$14.15 billion which represented 16.6 per cent of all Canadian exports to the United States (\$85.1 billion). Ontario was by far the premier exporting province to New York with 64.6 per cent (or \$9.14 billion) of all Canadian exports, followed by Quebec 21.6 per cent (or \$3.06 billion), and far behind the Prairie Provinces with 8 per cent (or \$1.13 billion). The Atlantic Provinces accounted for 3.4 per cent (or \$484 million) while British Columbia exports totalled 2.3 per cent (or \$328 million).

Top 20 Canadian Exports to New York State in 1983 and 1984 with Largest Supplying Province(s)

	1983	1984
(millions of dollars)		
Passenger automobiles and chassis (Ont.)	1 232	3 375
Precious metals including alloys (Ont.)	1 011	1 093
Electricity (Ont. and Que.)	689	780

Petroleum and coal products (Ont.)	476	761
Trucks, truck tractors and chassis (Ont.)	442	640
Natural gas (Prairies, B.C.)	223	611
Aluminum including alloys (Que.)	444	550
Newspaper paper (Que.)	457	536
End products, other (Ont.)	330	504
Crude petroleum (Prairies)	215	488
Telecommunications and related equipment (Que.)	134	377
Motor vehicle parts, except engines (Ont.)	260	356
Transportation equipment, other (Atlantic)	216	281
Photographic goods (Ont.)	213	223
Lumber, softwood (Que., Ont.)	175	215
Wood pulp and similar pulp (Que.)	150	204
Printed matter (Ont., Que.)	172	153
Office machines and equipment (Ont.)	130	146
Copper and alloys (Ont., Que.)	92	137
Equipment and tools, other (Ont.)	92	117
TOTAL value of top 20 exports	7 153	11 547
TOTAL value of top 20 exports as percentage of all Canadian exports to New York	77.2	81.6

For 1984, the best increases were achieved in the sectors of automobile, petroleum and coal, trucks, natural gas, crude petroleum and telecommunications equipment. Those categories accounted for 75.7 per cent of increased sales to New York.

Source: Statistics Canada, Customs basis.

APPENDIX III – STATISTICS

(All figures in Canadian dollars)

Canadian Trade with New Jersey in 1983 and 1984

Bilateral Trade

	1983	1984
	(millions of dollars)	
Canadian exports to New Jersey	1 257	1 732
Canadian imports from New Jersey	1 444	1 668
Surplus in New Jersey's favour	187	-
Surplus in Canada's favour	-	64

Canada/New Jersey two-way trade in 1984 (\$3.4 billion) represented 2.2 per cent of total Canada/U.S. two-way trade (\$153.6 billion). Sales to New Jersey increased by 38 per cent in 1984 while imports from New Jersey rose by 16 per cent.

Exports

Canadian exports to New Jersey totalled \$1.7 billion which represented 2.0 per cent of all Canadian exports to the United States (\$85.1 billion). Ontario was the premier exporting province to New Jersey with 49 per cent (or \$844 million) of all Canadian exports followed by Quebec 37 per cent (or \$643 million) and far behind British Columbia with 6.3 per cent (or \$109 million). The Atlantic Provinces accounted for 4.1 per cent (or \$72 million) while the Prairie Provinces' exports totalled 3.7 per cent (or \$64 million).

Top 20 Canadian Exports to New Jersey in 1983 and 1984 with Largest Supplying Province(s)

	1983	1984
	(millions of dollars)	
Newsprint paper (Que.)	202	238
Precious metals including alloys (Ont.)	51	186
Lumber, softwood (B.C., Que.)	88	107

Aluminum, including alloys (Que.)	27	79
Motor vehicle parts, except engines (Ont.)	54	72
Equipment and tools, other (Ont., Que.)	45	61
Organic chemicals (Que., Ont.)	66	60
Telecommunication and related equipment (Ont., Que.)	29	41
Metal fabricated basic products (Ont., Que.)	22	35
Paper, other (Ont., Que)	20	31
Office machines and equipment (Ont.)	16	30
Petroleum and coal products (Ont., Que.)	29	30
Wood pulp and similar pulp (Prairies, Ont.)	21	27
Chemical products, other (Ont., Que., and Prairies)	14	27
Inorganic chemicals, other (Ont., Que.)	21	27
Meat, fresh, chilled or frozen (Que., Ont.)	19	21
Aircraft complete with engines (Que.)	13	21
Iron and steel and alloys, other (Ont.)	20	20
Transportation equipment, other (Ont.)	14	19
Beverages, other (Ont., Maritimes)	16	19
TOTAL value of top 20 exports	787	1 151
TOTAL value of Top 20 exports as a percentage of all Canadian exports to New Jersey	62.61	66.45

Source: Statistics Canada, Customs basis

APPENDIX IV – STATISTICS

(All figures in Canadian dollars)

Canadian Trade with Connecticut in 1983 and 1984

Bilateral Trade

	1983	1984
	(millions of dollars)	
Canadian exports to Connecticut	709	882
Canadian imports from Connecticut	791	950
Surplus in Connecticut's favour	82	68

Canada/Connecticut two-way trade in 1984 (\$1.832 billion) represented 1.2 per cent of total Canada/U.S. two-way trade (\$153.6 billion). Canadian exports to Connecticut increased by 24 per cent in 1984 while imports from Connecticut increased 20 per cent.

Exports

Canadian exports to Connecticut totalled \$882 million which represented 1.0 per cent of all Canadian exports to the United States (\$85.1 billion). Quebec was by far the premier exporting province to Connecticut with 50.3 per cent (or \$443 million) of all Canadian exports followed by Ontario 38.3 per cent (or \$338 million) and far behind British Columbia with 5.2 per cent (or \$46 million). The Atlantic Provinces accounted for 4.4 per cent (or \$39 million) while Prairie exports totalled 1.8 per cent (or \$16 million).

Top 20 Canadian Exports to Connecticut in 1983 and 1984 with Largest Supplying Province(s)

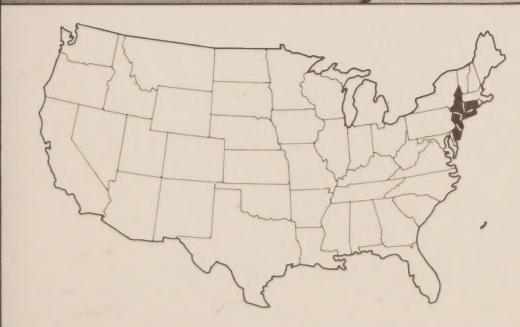
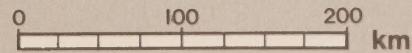
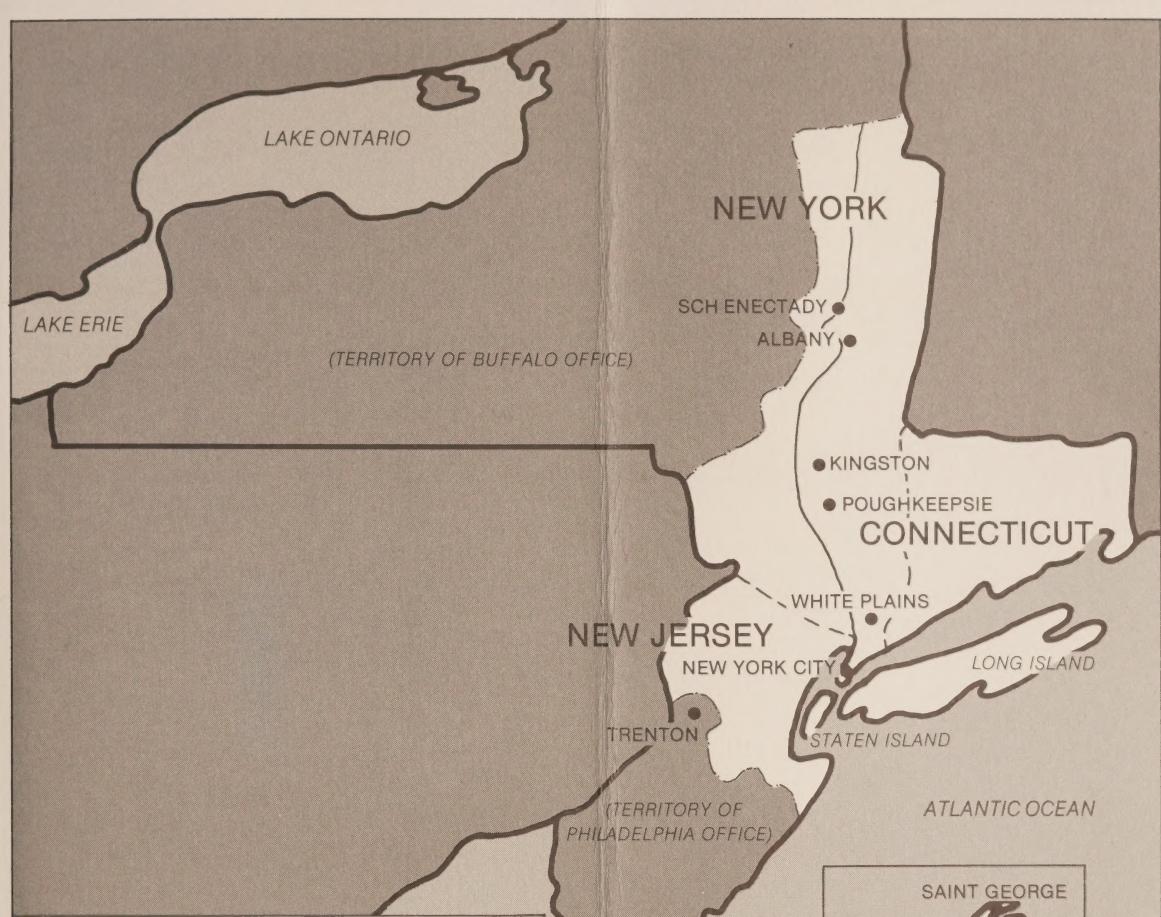
	1983	1984
	(millions of dollars)	
Copper and alloys (Que., Ont.)	67	99
Newsprint paper (Que.)	81	93
Printed matter (Que., Ont.)	69	85
Aircraft engines and parts (Ont.)	56	71
Softwood lumber (Que.)	76	69

Telecommunication and related equipment (Que., Ont.)	11	29
Ship, boats and parts (Que.)	11	24
Metal fabricated basic products (Que.)	13	28
Aircraft parts except engines (Que., Ont.)	21	26
Wood pulp and similar pulp (Ont., Maritimes)	20	20
Precious metals in ores including scrap (Maritimes)	8	17
Other nonmetal, mineral basic products (Ont., Que.)	8	16
Iron, steel and alloys, other (Que., Ont.)	16	15
Aircraft complete with engines (Que.)	11	15
Paper, other (Ont., Que.)	11	11
Synthetic rubber and plastic materials (Prairies)	3	11
Plate sheet and strip steel (Ont.)	7	11
Motor vehicle parts except engines (Ont.)	10	11
Equipment and tools, other (Ont.)	7	10
Aluminum, including alloys (Que.)	5	10
Nickel and alloys (Ont.)	9	9
TOTAL value of top 20 exports	520	680
TOTAL value of top 20 exports as a percentage of all Canadian exports to Connecticut	73.3	77.1

Source: Statistics Canada, Customs basis

Notes

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